

|  | 2015 |                | 2016 |                | 2017          |                | 2018 |                | 2019 |                | 2020           |                |    |               |     |    |               |     |
|--|------|----------------|------|----------------|---------------|----------------|------|----------------|------|----------------|----------------|----------------|----|---------------|-----|----|---------------|-----|
| <b>All 7(A)</b>                        | \$   | 10,350,949,600 | \$   | 10,971,917,600 | \$            | 12,036,046,900 | \$   | 12,696,293,300 | \$   | 11,585,384,400 | \$             | 10,169,858,500 |    |               |     |    |               |     |
| <b>Ethnicity</b>                       |      |                |      |                |               |                |      |                |      |                |                |                |    |               |     |    |               |     |
| <b>All Minority</b>                    | \$   | 2,936,040,100  | 28%  | \$             | 3,248,511,500 | 30%            | \$   | 3,780,696,500  | 31%  | \$             | 4,012,114,900  | 32%            | \$ | 3,776,794,700 | 33% | \$ | 3,222,611,800 | 32% |
| AMERICAN INDIAN                        | \$   | 64,133,900     | 1%   | \$             | 57,153,500    | 1%             | \$   | 72,229,000     | 1%   | \$             | 83,778,700     | 1%             | \$ | 80,107,300    | 1%  | \$ | 60,181,000    | 1%  |
| ASIAN OR PACIFI                        | \$   | 2,088,383,700  | 20%  | \$             | 2,379,616,800 | 22%            | \$   | 2,745,544,400  | 23%  | \$             | 2,817,875,100  | 22%            | \$ | 2,565,555,500 | 22% | \$ | 2,267,516,600 | 22% |
| BLACK                                  | \$   | 196,997,100    | 2%   | \$             | 220,584,400   | 2%             | \$   | 287,803,100    | 2%   | \$             | 361,592,600    | 3%             | \$ | 385,344,900   | 3%  | \$ | 273,764,900   | 3%  |
| HISPANIC                               | \$   | 586,525,400    | 6%   | \$             | 591,156,800   | 5%             | \$   | 671,542,000    | 6%   | \$             | 748,868,500    | 6%             | \$ | 745,787,000   | 6%  | \$ | 621,149,300   | 6%  |
| MULTI-GROUP                            | \$   | -              | 0%   | \$             | -             | 0%             | \$   | 3,578,000      | 0%   | \$             | -              | 0%             | \$ | -             | 0%  | \$ | -             | 0%  |
| UNDETERMINED                           | \$   | 1,387,741,300  | 13%  | \$             | 1,493,096,200 | 14%            | \$   | 1,816,942,300  | 15%  | \$             | 2,111,546,900  | 17%            | \$ | 2,094,093,800 | 18% | \$ | 1,910,277,800 | 19% |
| WHITE                                  | \$   | 6,027,168,200  | 58%  | \$             | 6,230,309,900 | 57%            | \$   | 6,438,408,100  | 53%  | \$             | 6,572,631,500  | 52%            | \$ | 5,714,495,900 | 49% | \$ | 5,036,968,900 | 50% |
| <b>Gender</b>                          |      |                |      |                |               |                |      |                |      |                |                |                |    |               |     |    |               |     |
| Not Reported                           | \$   | -              | 0%   | \$             | -             | 0%             | \$   | -              | 0%   | \$             | -              | 0%             | \$ | -             | 0%  | \$ | -             | 0%  |
| Female Owned 50% or less               | \$   | 1,655,768,700  | 16%  | \$             | 1,794,408,200 | 16%            | \$   | 1,857,366,500  | 15%  | \$             | 1,914,346,500  | 15%            | \$ | 1,670,579,800 | 14% | \$ | 1,440,594,100 | 14% |
| Female Owned more than 50%             | \$   | 1,315,207,000  | 13%  | \$             | 1,577,760,500 | 14%            | \$   | 1,707,988,800  | 14%  | \$             | 1,783,986,100  | 14%            | \$ | 1,586,236,600 | 14% | \$ | 1,401,918,800 | 14% |
| Male Owned                             | \$   | 7,379,973,900  | 71%  | \$             | 7,599,748,900 | 69%            | \$   | 8,470,691,600  | 70%  | \$             | 8,997,960,700  | 71%            | \$ | 8,328,568,000 | 72% | \$ | 7,327,345,600 | 72% |
| <b>Business Age</b>                    |      |                |      |                |               |                |      |                |      |                |                |                |    |               |     |    |               |     |
| Existing or more than 2 years old      | \$   | -              | 0%   | \$             | -             | 0%             | \$   | -              | 0%   | \$             | 5,390,929,300  | 47%            | \$ | 4,621,727,400 | 45% |    |               |     |
| New Business or 2 years or less        | \$   | -              | 0%   | \$             | -             | 0%             | \$   | -              | 0%   | \$             | -              | 0%             | \$ | -             | 0%  |    |               |     |
| Startup, Loan Funds will Open Business | \$   | -              | 0%   | \$             | -             | 0%             | \$   | -              | 0%   | \$             | 2,044,998,900  | 18%            | \$ | 1,600,153,100 | 16% |    |               |     |
| Change of Ownership                    | \$   | -              | 0%   | \$             | -             | 0%             | \$   | -              | 0%   | \$             | 2,715,669,500  | 23%            | \$ | 2,739,025,900 | 27% |    |               |     |
| <b>Veteran</b>                         | \$   | 521,210,300    | 5%   | \$             | 540,351,000   | 5%             | \$   | 460,981,200    | 4%   | \$             | 477,554,600    | 4%             | \$ | 457,563,900   | 4%  | \$ | 358,486,300   | 4%  |
| <b>Rural</b>                           | \$   | 1,840,387,900  | 18%  | \$             | 1,986,012,800 | 18%            | \$   | 2,043,890,600  | 17%  | \$             | 2,035,640,900  | 16%            | \$ | 1,737,812,600 | 15% | \$ | 1,664,377,100 | 16% |
| <b>Urban</b>                           | \$   | 8,510,561,700  | 82%  | \$             | 8,985,904,800 | 82%            | \$   | 9,992,156,300  | 83%  | \$             | 10,660,652,400 | 84%            | \$ | 9,847,571,800 | 85% | \$ | 8,505,481,400 | 84% |
| <b>Export</b>                          | \$   | 594,700,300    | 6%   | \$             | 650,349,900   | 6%             | \$   | 1,273,204,100  | 11%  | \$             | 517,855,800    | 4%             | \$ | 466,473,900   | 4%  | \$ | 365,860,700   | 4%  |
| <b>CAPLine</b>                         | \$   | 231,901,000    | 2%   | \$             | 146,907,700   | 1%             | \$   | 125,046,900    | 1%   | \$             | 162,779,600    | 1%             | \$ | 136,939,900   | 1%  | \$ | 115,796,500   | 1%  |
| <b>PLP</b>                             | \$   | 6,375,862,400  | 62%  | \$             | 6,906,402,200 | 63%            | \$   | 8,355,770,700  | 69%  | \$             | 9,474,186,100  | 75%            | \$ | 8,899,392,300 | 77% | \$ | 7,492,790,000 | 74% |
| <b>Express</b>                         | \$   | 1,011,323,000  | 10%  | \$             | 1,023,306,200 | 9%             | \$   | 959,839,000    | 8%   | \$             | 990,529,900    | 8%             | \$ | 814,792,600   | 7%  | \$ | 792,023,000   | 8%  |
| <b>Community Advantage</b>             | \$   | 43,993,700     | 0%   | \$             | 57,226,500    | 1%             | \$   | 66,419,200     | 1%   | \$             | 67,799,700     | 1%             | \$ | 64,608,900    | 1%  | \$ | 51,091,700    | 1%  |
| <b>\$150K and Under</b>                | \$   | 1,048,345,300  | 10%  | \$             | 1,078,676,400 | 10%            | \$   | 1,036,459,000  | 9%   | \$             | 1,066,546,600  | 8%             | \$ | 880,105,400   | 8%  | \$ | 716,116,600   | 7%  |
| <b>&gt;\$150K - \$350K</b>             | \$   | 1,195,888,800  | 12%  | \$             | 1,276,259,900 | 12%            | \$   | 1,312,045,700  | 11%  | \$             | 1,348,965,400  | 11%            | \$ | 1,349,332,200 | 12% | \$ | 1,208,201,500 | 12% |
| <b>&gt;\$350K - \$2M</b>               | \$   | 4,934,269,200  | 48%  | \$             | 5,246,031,800 | 48%            | \$   | 5,508,203,200  | 46%  | \$             | 5,590,411,200  | 44%            | \$ | 5,083,797,000 | 44% | \$ | 4,480,876,700 | 44% |
| <b>&gt;\$2M</b>                        | \$   | 3,172,446,300  | 31%  | \$             | 3,370,949,500 | 31%            | \$   | 4,179,339,000  | 35%  | \$             | 4,690,370,100  | 37%            | \$ | 4,272,149,800 | 37% | \$ | 3,764,663,700 | 37% |

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|  | 2015          |            | 2016          |            | 2017          |            | 2018          |            | 2019          |            | 2020          |            |
|--|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| <b>All 7(A)</b>                        | <b>28,631</b> |            | <b>30,337</b> |            | <b>28,860</b> |            | <b>29,900</b> |            | <b>25,524</b> |            | <b>22,268</b> |            |
| <b>Ethnicity</b>                       |               |            |               |            |               |            |               |            |               |            |               |            |
| <b>All Minority</b>                    | <b>6,746</b>  | <b>24%</b> | <b>7,830</b>  | <b>26%</b> | <b>7,422</b>  | <b>26%</b> | <b>7,779</b>  | <b>26%</b> | <b>6,868</b>  | <b>27%</b> | <b>6,129</b>  | <b>28%</b> |
| AMERICAN INDIAN                        | 204           | 1%         | 199           | 1%         | 210           | 1%         | 204           | 1%         | 179           | 1%         | 185           | 1%         |
| ASIAN OR PACIFI                        | 3,571         | 12%        | 3,966         | 13%        | 3,791         | 13%        | 3,850         | 13%        | 3,361         | 13%        | 2,844         | 13%        |
| BLACK                                  | 862           | 3%         | 1,110         | 4%         | 1,122         | 4%         | 1,274         | 4%         | 1,104         | 4%         | 1,022         | 5%         |
| HISPANIC                               | 2,109         | 7%         | 2,555         | 8%         | 2,297         | 8%         | 2,451         | 8%         | 2,224         | 9%         | 2,078         | 9%         |
| MULTI-GROUP                            | -             | 0%         | -             | 0%         | 2             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         |
| UNDETERMINED                           | 3,878         | 14%        | 3,673         | 12%        | 3,750         | 13%        | 4,230         | 14%        | 4,469         | 18%        | 3,437         | 15%        |
| WHITE                                  | 18,007        | 63%        | 18,834        | 62%        | 17,688        | 61%        | 17,891        | 60%        | 14,187        | 56%        | 12,702        | 57%        |
| <b>Gender</b>                          |               |            |               |            |               |            |               |            |               |            |               |            |
| Not Reported                           | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         |
| Female Owned 50% or less               | 4,103         | 14%        | 4,228         | 14%        | 3,974         | 14%        | 3,998         | 13%        | 3,364         | 13%        | 2,851         | 13%        |
| Female Owned more than 50%             | 4,989         | 17%        | 5,586         | 18%        | 5,250         | 18%        | 5,286         | 18%        | 4,332         | 17%        | 4,127         | 19%        |
| Male Owned                             | 19,539        | 68%        | 20,523        | 68%        | 19,636        | 68%        | 20,616        | 69%        | 17,828        | 70%        | 15,290        | 69%        |
| <b>Business Age</b>                    |               |            |               |            |               |            |               |            |               |            |               |            |
| Existing or more than 2 years old      | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | 13,516        | 53%        | 11,826        | 53%        |
| New Business or 2 years or less        | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         |
| Startup, Loan Funds will Open Business | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | 4,235         | 17%        | 3,450         | 15%        |
| Change of Ownership                    | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | 3,064         | 12%        | 2,893         | 13%        |
| <b>Veteran</b>                         | <b>1,361</b>  | <b>5%</b>  | <b>1,552</b>  | <b>5%</b>  | <b>1,559</b>  | <b>5%</b>  | <b>1,458</b>  | <b>5%</b>  | <b>1,262</b>  | <b>5%</b>  | <b>1,100</b>  | <b>5%</b>  |
| <b>Rural</b>                           | <b>5,082</b>  | <b>18%</b> | <b>5,189</b>  | <b>17%</b> | <b>4,984</b>  | <b>17%</b> | <b>5,013</b>  | <b>17%</b> | <b>4,035</b>  | <b>16%</b> | <b>3,928</b>  | <b>18%</b> |
| <b>Urban</b>                           | <b>23,549</b> | <b>82%</b> | <b>25,148</b> | <b>83%</b> | <b>23,876</b> | <b>83%</b> | <b>24,887</b> | <b>83%</b> | <b>21,489</b> | <b>84%</b> | <b>18,340</b> | <b>82%</b> |
| <b>Export</b>                          | <b>719</b>    | <b>3%</b>  | <b>797</b>    | <b>3%</b>  | <b>1,565</b>  | <b>5%</b>  | <b>420</b>    | <b>1%</b>  | <b>409</b>    | <b>2%</b>  | <b>299</b>    | <b>1%</b>  |
| <b>CAPLine</b>                         | <b>304</b>    | <b>1%</b>  | <b>211</b>    | <b>1%</b>  | <b>190</b>    | <b>1%</b>  | <b>158</b>    | <b>1%</b>  | <b>155</b>    | <b>1%</b>  | <b>131</b>    | <b>1%</b>  |
| <b>PLP</b>                             | <b>7,078</b>  | <b>25%</b> | <b>7,868</b>  | <b>26%</b> | <b>10,809</b> | <b>37%</b> | <b>13,073</b> | <b>44%</b> | <b>12,291</b> | <b>48%</b> | <b>9,582</b>  | <b>43%</b> |
| <b>Express</b>                         | <b>14,703</b> | <b>51%</b> | <b>15,684</b> | <b>52%</b> | <b>13,293</b> | <b>46%</b> | <b>13,938</b> | <b>47%</b> | <b>10,654</b> | <b>42%</b> | <b>10,205</b> | <b>46%</b> |
| <b>Community Advantage</b>             | <b>347</b>    | <b>1%</b>  | <b>469</b>    | <b>2%</b>  | <b>505</b>    | <b>2%</b>  | <b>502</b>    | <b>2%</b>  | <b>456</b>    | <b>2%</b>  | <b>356</b>    | <b>2%</b>  |
| <b>\$150K and Under</b>                | <b>17,203</b> | <b>60%</b> | <b>18,379</b> | <b>61%</b> | <b>16,104</b> | <b>56%</b> | <b>16,796</b> | <b>56%</b> | <b>13,020</b> | <b>51%</b> | <b>11,393</b> | <b>51%</b> |
| <b>&gt;\$150K - \$350K</b>             | <b>4,629</b>  | <b>16%</b> | <b>4,823</b>  | <b>16%</b> | <b>4,971</b>  | <b>17%</b> | <b>5,152</b>  | <b>17%</b> | <b>5,148</b>  | <b>20%</b> | <b>4,567</b>  | <b>21%</b> |
| <b>&gt;\$350K - \$2M</b>               | <b>5,772</b>  | <b>20%</b> | <b>6,035</b>  | <b>20%</b> | <b>6,448</b>  | <b>22%</b> | <b>6,481</b>  | <b>22%</b> | <b>6,010</b>  | <b>24%</b> | <b>5,160</b>  | <b>23%</b> |
| <b>&gt;\$2M</b>                        | <b>1,027</b>  | <b>4%</b>  | <b>1,100</b>  | <b>4%</b>  | <b>1,337</b>  | <b>5%</b>  | <b>1,471</b>  | <b>5%</b>  | <b>1,346</b>  | <b>5%</b>  | <b>1,148</b>  | <b>5%</b>  |

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|  | 2015 |               | 2016 |               | 2017          |               | 2018 |               | 2019 |               | 2020          |               |    |               |     |    |               |     |
|--|------|---------------|------|---------------|---------------|---------------|------|---------------|------|---------------|---------------|---------------|----|---------------|-----|----|---------------|-----|
| <b>All 504</b>                         | \$   | 2,009,573,000 | \$   | 2,272,477,000 | \$            | 2,545,375,000 | \$   | 2,135,868,000 | \$   | 2,314,513,000 | \$            | 3,097,542,000 |    |               |     |    |               |     |
| <b>Ethnicity</b>                       |      |               |      |               |               |               |      |               |      |               |               |               |    |               |     |    |               |     |
| <b>All Minority</b>                    | \$   | 575,191,000   | 29%  | \$            | 674,897,000   | 30%           | \$   | 765,895,000   | 30%  | \$            | 599,958,000   | 28%           | \$ | 630,327,000   | 27% | \$ | 856,147,000   | 28% |
| AMERICAN INDIAN                        | \$   | 7,010,000     | 0%   | \$            | 8,372,000     | 0%            | \$   | 1,086,000     | 0%   | \$            | 1,484,000     | 0%            | \$ | 1,071,000     | 0%  | \$ | 1,998,000     | 0%  |
| ASIAN OR PACIFI                        | \$   | 345,524,000   | 17%  | \$            | 443,965,000   | 20%           | \$   | 558,410,000   | 22%  | \$            | 440,408,000   | 21%           | \$ | 411,995,000   | 18% | \$ | 569,794,000   | 18% |
| BLACK                                  | \$   | 80,378,000    | 4%   | \$            | 84,467,000    | 4%            | \$   | 58,704,000    | 2%   | \$            | 33,118,000    | 2%            | \$ | 40,027,000    | 2%  | \$ | 48,302,000    | 2%  |
| HISPANIC                               | \$   | 142,279,000   | 7%   | \$            | 138,093,000   | 6%            | \$   | 147,695,000   | 6%   | \$            | 124,948,000   | 6%            | \$ | 177,234,000   | 8%  | \$ | 236,053,000   | 8%  |
| MULTI-GROUP                            | \$   | -             | 0%   | \$            | -             | 0%            | \$   | -             | 0%   | \$            | -             | 0%            | \$ | -             | 0%  | \$ | -             | 0%  |
| UNDETERMINED                           | \$   | 180,451,000   | 9%   | \$            | 183,586,000   | 8%            | \$   | 307,100,000   | 12%  | \$            | 352,843,000   | 17%           | \$ | 403,630,000   | 17% | \$ | 616,869,000   | 20% |
| WHITE                                  | \$   | 1,253,931,000 | 62%  | \$            | 1,413,994,000 | 62%           | \$   | 1,472,380,000 | 58%  | \$            | 1,183,067,000 | 55%           | \$ | 1,280,556,000 | 55% | \$ | 1,624,526,000 | 52% |
| <b>Gender</b>                          |      |               |      |               |               |               |      |               |      |               |               |               |    |               |     |    |               |     |
| Not Reported                           | \$   | -             | 0%   | \$            | -             | 0%            | \$   | -             | 0%   | \$            | -             | 0%            | \$ | -             | 0%  | \$ | -             | 0%  |
| Female Owned 50% or less               | \$   | 14,731,000    | 1%   | \$            | 30,045,000    | 1%            | \$   | 226,847,000   | 9%   | \$            | 451,813,000   | 21%           | \$ | 475,976,000   | 21% | \$ | 680,093,000   | 22% |
| Female Owned more than 50%             | \$   | 241,796,000   | 12%  | \$            | 270,384,000   | 12%           | \$   | 266,531,000   | 10%  | \$            | 197,207,000   | 9%            | \$ | 249,454,000   | 11% | \$ | 333,244,000   | 11% |
| Male Owned                             | \$   | 1,753,046,000 | 87%  | \$            | 1,972,048,000 | 87%           | \$   | 2,051,997,000 | 81%  | \$            | 1,486,848,000 | 70%           | \$ | 1,589,083,000 | 69% | \$ | 2,084,205,000 | 67% |
| <b>Business Age</b>                    |      |               |      |               |               |               |      |               |      |               |               |               |    |               |     |    |               |     |
| Existing or more than 2 years old      | \$   | -             | 0%   | \$            | -             | 0%            | \$   | -             | 0%   | \$            | 1,669,969,000 | 72%           | \$ | 2,405,854,000 | 78% |    |               |     |
| New Business or 2 years or less        | \$   | -             | 0%   | \$            | -             | 0%            | \$   | -             | 0%   | \$            | -             | 0%            | \$ | -             | 0%  |    |               |     |
| Startup, Loan Funds will Open Business | \$   | -             | 0%   | \$            | -             | 0%            | \$   | -             | 0%   | \$            | 391,230,000   | 17%           | \$ | 534,900,000   | 17% |    |               |     |
| Change of Ownership                    | \$   | -             | 0%   | \$            | -             | 0%            | \$   | -             | 0%   | \$            | 11,070,000    | 0%            | \$ | 72,580,000    | 2%  |    |               |     |
| <b>Veteran</b>                         | \$   | 64,527,000    | 3%   | \$            | 71,229,000    | 3%            | \$   | 50,085,000    | 2%   | \$            | 33,458,000    | 2%            | \$ | 29,419,000    | 1%  | \$ | 86,031,000    | 3%  |
| <b>Rural</b>                           | \$   | 259,901,000   | 13%  | \$            | 276,454,000   | 12%           | \$   | 296,924,000   | 12%  | \$            | 284,495,000   | 13%           | \$ | 298,146,000   | 13% | \$ | 417,914,000   | 13% |
| <b>Urban</b>                           | \$   | 1,749,672,000 | 87%  | \$            | 1,996,023,000 | 88%           | \$   | 2,248,451,000 | 88%  | \$            | 1,851,373,000 | 87%           | \$ | 2,016,367,000 | 87% | \$ | 2,679,628,000 | 87% |
| <b>Export</b>                          | \$   | 95,099,000    | 5%   | \$            | 85,705,000    | 4%            | \$   | 49,311,000    | 2%   | \$            | 23,243,000    | 1%            | \$ | 22,732,000    | 1%  | \$ | 53,512,000    | 2%  |
| <b>\$150K and Under</b>                | \$   | 29,784,000    | 1%   | \$            | 28,764,000    | 1%            | \$   | 32,437,000    | 1%   | \$            | 24,752,000    | 1%            | \$ | 25,607,000    | 1%  | \$ | 31,414,000    | 1%  |
| <b>&gt;\$150K - \$350K</b>             | \$   | 202,830,000   | 10%  | \$            | 183,751,000   | 8%            | \$   | 207,486,000   | 8%   | \$            | 195,002,000   | 9%            | \$ | 193,560,000   | 8%  | \$ | 226,580,000   | 7%  |
| <b>&gt;\$350K - \$2M</b>               | \$   | 1,245,118,000 | 62%  | \$            | 1,240,311,000 | 55%           | \$   | 1,416,236,000 | 56%  | \$            | 1,214,931,000 | 57%           | \$ | 1,355,038,000 | 59% | \$ | 1,803,871,000 | 58% |
| <b>&gt;\$2M</b>                        | \$   | 531,841,000   | 26%  | \$            | 819,651,000   | 36%           | \$   | 889,216,000   | 35%  | \$            | 701,183,000   | 33%           | \$ | 740,308,000   | 32% | \$ | 1,035,677,000 | 33% |

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|  | 2015         |            | 2016         |            | 2017         |            | 2018         |            | 2019         |            | 2020         |            |
|--|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| <b>All 504</b>                         | <b>2,809</b> |            | <b>2,771</b> |            | <b>3,109</b> |            | <b>2,697</b> |            | <b>2,851</b> |            | <b>3,648</b> |            |
| <b>Ethnicity</b>                       |              |            |              |            |              |            |              |            |              |            |              |            |
| <b>All Minority</b>                    | <b>656</b>   | <b>23%</b> | <b>658</b>   | <b>24%</b> | <b>745</b>   | <b>24%</b> | <b>636</b>   | <b>24%</b> | <b>675</b>   | <b>24%</b> | <b>863</b>   | <b>24%</b> |
| AMERICAN INDIAN                        | 10           | 0%         | 10           | 0%         | 3            | 0%         | 5            | 0%         | 4            | 0%         | 6            | 0%         |
| ASIAN OR PACIFI                        | 323          | 11%        | 327          | 12%        | 435          | 14%        | 360          | 13%        | 345          | 12%        | 434          | 12%        |
| BLACK                                  | 111          | 4%         | 105          | 4%         | 75           | 2%         | 61           | 2%         | 63           | 2%         | 84           | 2%         |
| HISPANIC                               | 212          | 8%         | 216          | 8%         | 232          | 7%         | 210          | 8%         | 263          | 9%         | 339          | 9%         |
| MULTI-GROUP                            | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| UNDETERMINED                           | 219          | 8%         | 212          | 8%         | 290          | 9%         | 383          | 14%        | 397          | 14%        | 556          | 15%        |
| WHITE                                  | 1,934        | 69%        | 1,901        | 69%        | 2,074        | 67%        | 1,678        | 62%        | 1,779        | 62%        | 2,229        | 61%        |
| <b>Gender</b>                          |              |            |              |            |              |            |              |            |              |            |              |            |
| Not Reported                           | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| Female Owned 50% or less               | 25           | 1%         | 30           | 1%         | 292          | 9%         | 670          | 25%        | 720          | 25%        | 918          | 25%        |
| Female Owned more than 50%             | 407          | 14%        | 443          | 16%        | 449          | 14%        | 322          | 12%        | 353          | 12%        | 486          | 13%        |
| Male Owned                             | 2,377        | 85%        | 2,298        | 83%        | 2,368        | 76%        | 1,705        | 63%        | 1,778        | 62%        | 2,244        | 62%        |
| <b>Business Age</b>                    |              |            |              |            |              |            |              |            |              |            |              |            |
| Existing or more than 2 years old      | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | 2,215        | 78%        | 2,964        | 81%        |
| New Business or 2 years or less        | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| Startup, Loan Funds will Open Business | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | 380          | 13%        | 533          | 15%        |
| Change of Ownership                    | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | 9            | 0%         | 70           | 2%         |
| <b>Veteran</b>                         | 109          | 4%         | 121          | 4%         | 100          | 3%         | 72           | 3%         | 48           | 2%         | 108          | 3%         |
| <b>Rural</b>                           | 430          | 15%        | 431          | 16%        | 495          | 16%        | 458          | 17%        | 502          | 18%        | 646          | 18%        |
| <b>Urban</b>                           | 2,379        | 85%        | 2,340        | 84%        | 2,614        | 84%        | 2,239        | 83%        | 2,349        | 82%        | 3,002        | 82%        |
| <b>Export</b>                          | 103          | 4%         | 83           | 3%         | 36           | 1%         | 22           | 1%         | 22           | 1%         | 39           | 1%         |
| <b>\$150K and Under</b>                | 265          | 9%         | 269          | 10%        | 284          | 9%         | 217          | 8%         | 221          | 8%         | 272          | 7%         |
| <b>&gt;\$150K - \$350K</b>             | 819          | 29%        | 742          | 27%        | 838          | 27%        | 782          | 29%        | 769          | 27%        | 926          | 25%        |
| <b>&gt;\$350K - \$2M</b>               | 1,550        | 55%        | 1,508        | 54%        | 1,712        | 55%        | 1,479        | 55%        | 1,625        | 57%        | 2,124        | 58%        |
| <b>&gt;\$2M</b>                        | 175          | 6%         | 252          | 9%         | 275          | 9%         | 219          | 8%         | 236          | 8%         | 326          | 9%         |

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|  | 2015 |                              | 2016 |                              | 2017 |                              | 2018 |                              | 2019 |                              | 2020 |                              |
|--|------|------------------------------|------|------------------------------|------|------------------------------|------|------------------------------|------|------------------------------|------|------------------------------|
| <b>All Community Advantage</b>         | \$   | <b>43,993,700</b>            | \$   | <b>57,226,500</b>            | \$   | <b>66,419,200</b>            | \$   | <b>67,799,700</b>            | \$   | <b>64,608,900</b>            | \$   | <b>51,091,700</b>            |
| <b>Ethnicity</b>                       |      |                              |      |                              |      |                              |      |                              |      |                              |      |                              |
| <b>All Minority</b>                    | \$   | <b>13,917,800</b> <b>32%</b> | \$   | <b>18,482,900</b> <b>32%</b> | \$   | <b>23,098,800</b> <b>35%</b> | \$   | <b>24,029,200</b> <b>35%</b> | \$   | <b>24,066,500</b> <b>37%</b> | \$   | <b>21,113,400</b> <b>41%</b> |
| AMERICAN INDIAN                        | \$   | 325,000 1%                   | \$   | 150,000 0%                   | \$   | 555,000 1%                   | \$   | 1,153,400 2%                 | \$   | 925,000 1%                   | \$   | 940,500 2%                   |
| ASIAN OR PACIFI                        | \$   | 4,383,500 10%                | \$   | 3,433,800 6%                 | \$   | 7,162,100 11%                | \$   | 6,108,000 9%                 | \$   | 4,818,900 7%                 | \$   | 6,006,300 12%                |
| BLACK                                  | \$   | 4,506,900 10%                | \$   | 7,601,600 13%                | \$   | 7,429,700 11%                | \$   | 7,152,800 11%                | \$   | 8,076,400 13%                | \$   | 7,637,800 15%                |
| HISPANIC                               | \$   | 4,702,400 11%                | \$   | 7,297,500 13%                | \$   | 7,952,000 12%                | \$   | 9,615,000 14%                | \$   | 10,246,200 16%               | \$   | 6,528,800 13%                |
| MULTI-GROUP                            | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         |
| UNDETERMINED                           | \$   | 3,004,500 7%                 | \$   | 2,663,100 5%                 | \$   | 2,939,800 4%                 | \$   | 5,503,400 8%                 | \$   | 6,348,700 10%                | \$   | 5,840,500 11%                |
| WHITE                                  | \$   | 27,071,400 62%               | \$   | 36,080,500 63%               | \$   | 40,380,600 61%               | \$   | 38,267,100 56%               | \$   | 34,193,700 53%               | \$   | 24,137,800 47%               |
| <b>Gender</b>                          |      |                              |      |                              |      |                              |      |                              |      |                              |      |                              |
| Not Reported                           | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         |
| Female Owned 50% or less               | \$   | 7,132,400 16%                | \$   | 9,269,000 16%                | \$   | 10,784,300 16%               | \$   | 10,846,100 16%               | \$   | 11,121,100 17%               | \$   | 8,298,400 16%                |
| Female Owned more than 50%             | \$   | 12,334,400 28%               | \$   | 16,402,900 29%               | \$   | 19,432,300 29%               | \$   | 19,378,100 29%               | \$   | 18,652,600 29%               | \$   | 12,325,700 24%               |
| Male Owned                             | \$   | 24,526,900 56%               | \$   | 31,554,600 55%               | \$   | 36,202,600 55%               | \$   | 37,575,500 55%               | \$   | 34,835,200 54%               | \$   | 30,467,600 60%               |
| <b>Business Age</b>                    |      |                              |      |                              |      |                              |      |                              |      |                              |      |                              |
| Existing or more than 2 years old      | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | 23,118,100 36%               | \$   | 19,493,600 38%               |
| New Business or 2 years or less        | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         |
| Startup, Loan Funds will Open Business | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | 28,203,900 44%               | \$   | 18,992,100 37%               |
| Change of Ownership                    | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | - 0%                         | \$   | 6,372,000 10%                | \$   | 6,161,400 12%                |
| <b>Veteran</b>                         | \$   | 2,729,100 6%                 | \$   | 4,290,100 7%                 | \$   | 6,189,600 9%                 | \$   | 7,258,300 11%                | \$   | 6,080,700 9%                 | \$   | 4,831,500 9%                 |
| <b>Rural</b>                           | \$   | 5,083,900 12%                | \$   | 6,178,900 11%                | \$   | 7,562,200 11%                | \$   | 8,768,400 13%                | \$   | 6,224,600 10%                | \$   | 7,099,600 14%                |
| <b>Urban</b>                           | \$   | 38,909,800 88%               | \$   | 51,047,600 89%               | \$   | 58,857,000 89%               | \$   | 59,031,300 87%               | \$   | 58,384,300 90%               | \$   | 43,992,100 86%               |
| <b>\$150K and Under</b>                | \$   | 24,825,900 56%               | \$   | 34,942,800 61%               | \$   | 35,914,700 54%               | \$   | 35,258,700 52%               | \$   | 28,612,400 44%               | \$   | 21,386,400 42%               |
| <b>&gt;\$150K - \$250K</b>             | \$   | 19,167,800 44%               | \$   | 22,283,700 39%               | \$   | 30,504,500 46%               | \$   | 32,541,000 48%               | \$   | 35,996,500 56%               | \$   | 29,705,300 58%               |

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|  | 2015       |            | 2016       |            | 2017       |            | 2018       |            | 2019       |            | 2020       |            |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>All Community Advantage</b>         | <b>347</b> |            | <b>469</b> |            | <b>505</b> |            | <b>502</b> |            | <b>456</b> |            | <b>356</b> |            |
| <b>Ethnicity</b>                       |            |            |            |            |            |            |            |            |            |            |            |            |
| <b>All Minority</b>                    | <b>125</b> | <b>36%</b> | <b>163</b> | <b>35%</b> | <b>172</b> | <b>34%</b> | <b>182</b> | <b>36%</b> | <b>172</b> | <b>38%</b> | <b>147</b> | <b>41%</b> |
| AMERICAN INDIAN                        | 3          | 1%         | 1          | 0%         | 4          | 1%         | 8          | 2%         | 5          | 1%         | 10         | 3%         |
| ASIAN OR PACIFI                        | 34         | 10%        | 31         | 7%         | 44         | 9%         | 41         | 8%         | 34         | 7%         | 38         | 11%        |
| BLACK                                  | 39         | 11%        | 68         | 14%        | 63         | 12%        | 57         | 11%        | 60         | 13%        | 56         | 16%        |
| HISPANIC                               | 49         | 14%        | 63         | 13%        | 61         | 12%        | 76         | 15%        | 73         | 16%        | 43         | 12%        |
| MULTI-GROUP                            | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         |
| UNDETERMINED                           | 22         | 6%         | 21         | 4%         | 26         | 5%         | 39         | 8%         | 54         | 12%        | 43         | 12%        |
| WHITE                                  | 200        | 58%        | 285        | 61%        | 307        | 61%        | 281        | 56%        | 230        | 50%        | 166        | 47%        |
| <b>Gender</b>                          |            |            |            |            |            |            |            |            |            |            |            |            |
| Not Reported                           | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         |
| Female Owned 50% or less               | 55         | 16%        | 75         | 16%        | -          | 0%         | 80         | 16%        | 79         | 17%        | 52         | 15%        |
| Female Owned more than 50%             | 110        | 32%        | 144        | 31%        | -          | 0%         | 156        | 31%        | 138        | 30%        | 97         | 27%        |
| Male Owned                             | 182        | 52%        | 250        | 53%        | -          | 0%         | 266        | 53%        | 239        | 52%        | 207        | 58%        |
| <b>Business Age</b>                    |            |            |            |            |            |            |            |            |            |            |            |            |
| Existing or more than 2 years old      | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | 171        | 38%        | 140        | 39%        |
| New Business or 2 years or less        | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         |
| Startup, Loan Funds will Open Business | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | 196        | 43%        | 134        | 38%        |
| Change of Ownership                    | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | 38         | 8%         | 35         | 10%        |
| <b>Veteran</b>                         | <b>25</b>  | <b>0%</b>  | <b>36</b>  | <b>8%</b>  | <b>47</b>  | <b>9%</b>  | <b>55</b>  | <b>11%</b> | <b>43</b>  | <b>9%</b>  | <b>35</b>  | <b>10%</b> |
| <b>Rural</b>                           | <b>34</b>  | <b>10%</b> | <b>50</b>  | <b>11%</b> | <b>63</b>  | <b>12%</b> | <b>72</b>  | <b>14%</b> | <b>44</b>  | <b>10%</b> | <b>48</b>  | <b>13%</b> |
| <b>Urban</b>                           | <b>313</b> | <b>90%</b> | <b>419</b> | <b>89%</b> | <b>442</b> | <b>88%</b> | <b>430</b> | <b>86%</b> | <b>412</b> | <b>90%</b> | <b>308</b> | <b>87%</b> |
| <b>\$150K and Under</b>                | <b>263</b> | <b>76%</b> | <b>372</b> | <b>79%</b> | <b>371</b> | <b>73%</b> | <b>356</b> | <b>71%</b> | <b>294</b> | <b>64%</b> | <b>224</b> | <b>63%</b> |
| <b>&gt;\$150K - \$250K</b>             | <b>84</b>  | <b>24%</b> | <b>97</b>  | <b>21%</b> | <b>134</b> | <b>27%</b> | <b>146</b> | <b>29%</b> | <b>162</b> | <b>36%</b> | <b>132</b> | <b>37%</b> |

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